100

CLIENT 6
(CALL
CENTER
AGENT) — 140

DEAL
AGENT — 135

CLIENT 5
(PROPERTY
SPECIALIST) — 130

CLIENT 4
(SITE VISIT
AGENT) — 125

CLIENT 3
(LENDER) — 120

CLIENT 2
(OWNER) — 115

CLIENT 1
(TENANT) — 110

DISTRIBUTED
COMPUTER
NETWORK — 105

PROPERTY
SERVICES
SERVER
PLATFORM — 145

LOCAL
DATABASE — 150

PROPERTY
DATABASE 3 — 155

PROPERTY
DATABASE 2 — 160

PROPERTY
DATABASE 1 — 165

Fig. 1

FIG. 2

145

205	210	215	220	PROPERTY SERVICES SERVER PLATFORM
PORTAL SERVER	WEB SERVER	APPLICATION SERVER	DATABASE SERVER	

FIG. 3

300

301 — (START)

305 — ENTER PROPERTY DETAILS

310 — SEARCH, RETURN &/OR ENTER COMPARABLES DATA

315 — ENTER CAPITAL EXPENSES

320 — ENTER MORTGAGE DETAILS

325 — ENTER INVESTMENT DETAILS

330 — CALCULATE RESULTS AND CREATE REPORTS

399 — (END)

FIG. 4

400

```
401 ──( START )

        ↓

         ┌─────────────────────────────┐
405 ─────│   ENTER LEASEHOLD           │
         │ IMPROVEMENT ASSUMPTIONS     │
         └─────────────────────────────┘

                      ↓

         ┌─────────────────────────────┐
410 ─────│  CALCULATE PAYBACK AND      │
         │  BREAK-EVEN RESULTS         │
         └─────────────────────────────┘

                      ↓

499 ──( END )
```

FIG. 5

500

501— (START)

505— ENTER CURRENT LOAN DETAILS

510— ENTER NEW LOAN DETAILS

515— CALCULATE SAVINGS AND BREAK-EVEN RESULTS

599— (END)

FIG. 6

600

601 — (START)

605 — SELECT OUTPUT REQUIRED:
PROPERTY VALUE OR CAP RATE

610 — ENTER ASSUMPTIONS

615 — CALCULATE PROPERTY VALUE OR
CAP RATE

699 — (END)

FIG. 7

700

701 — (START)

705 — SELECT OUTPUT REQUIRED:
PAYMENT/AMOUNT/RATE/TERM

710 — ENTER ASSUMPTIONS

715 — CALCULATE OUTPUT REQUIRED

799 — (END)

FIG. 8

800

801— (START)

805— [ENTER ASSUMPTIONS]

810— [CALCULATE LOAN AMOUNT]

899— (END)

FIG. 9

900

901 — (START)

905 — | ENTER ASSUMPTIONS |

910 — | CALCULATE CURRENT AND FUTURE SQFT NEEDS |

999 — (END)

FIG. 10

1000

register
privacy
help
search

realworkspace

homo   my realworkspace   research   services   financing   loasing   tools   community

realworkspace home ▾

about us ▸

tour the site ▸

● log out

welcome.

Welcome to Realworkspace. Register now and we'll help you analyze a deal with accurate market and credit research, the latest news and analysis, and our unique valuation tool. Visit our Services section for access to top national vendors who can help make the due diligence process easier and more cost effective.

Your privacy and security are top priorities. Please view our privacy statement for full details

value a property

create a research package

analyze a tenant

get professional services

▶ what's new

● coming soon

► register now

FIG. 11

1100

realworkspace

register
feedback
help

home | my workspace | research | services | financing | [marketing] | tools | community

Welcome **John Smith** of AAB Real Estate Company
Today is August 14, 2000

▶ **personalize**

1105

my realworkspace ▶
my spreads ▶
my rates ▶
my community ▶
my news ▶
my market track ▶
my tools ▶
my resources ▶
my stocks ▶

1110

1115

Back to realworkspace

My Real Estate Activities

▶ My Research			Dates
Addison Office	Market Submarket Economics		4/17/00
James Mall	Market Submarket Economics		4/17/00
Smith Warehouse	Market Submarket Economics		4/13/00
Request a Report...		Manage Reports...	

▶ **My Analysis**

Willow Ron - Scene 1	Valuation 4/15
Willow Ron - Scene 2	Valuation 4/21

My Real Estate News   edit – ×

▶ **Local Real Estate News**
- NAR aims for higher profile
- Long-term rates on rise
- Deals of the Day
  more...

▶ **Topical Real Estate News**
- Graceful living for hipsters
- HUD's help
- HOMS drops again
  more...

▶ **Property Type Real Estate News**
- Pivotal and Heller Financial Agree to Jointly

- Develop a B2B Financial Services Web Exchange
- Sony Financial Services Launches Consumer

Financing Program
- Heller Financial, Inc. Promotes David Canet to

Regional Manager
<Update profile>
more...

My Mortgage Spreads   edit – ×

Collateral Type	Min DSC	Max LTV	Spread	Spread 5yr
• Multifamily	1.2	70	230	8.5
• Office	1.1	80	250	9.2
• Retail	1.2	75	250	9.2

ant more information, try our
loan center

My MarketTracker   edit – ×

	Past Vac Rate	Curr Vac Rate
NY Office	10%	9%
Stamford Retail	8%	6%
NY Apt.	7%	7%
Boston Office	5%	7%
Boston Office	8%	8%

1120

My Economic Indicator/Rates   edit – ×

Fed Funds	5.81	↑	+0.02
3-M Libor	6.28	↑	+80.02
Prime	9.00	↑	+144.02
DJIA	11287.08	↑	+100.50
NASDAQ	4055.90	↓	-132.30
S&P 500	1500.59	↓	-3.87
30-YR	5.77	↑	+0.08

1125

My Community   edit – ×

- NAIOP
- MBA - Washington Chapter

1130

My Tools   edit – ×

- Valuation
- Prepayment Calculator
Try the other business tools.

1135

My Resources   edit – ×

- Real Estate Forum
- ULI
- Tax Records
- Get Map
- Get Directions
- Get Listings
Give us Feedback on new resources to add.

1140

My Stock Portfolio   edit – ×

Create Alert
Create Portfolio

⊙ Stock Symbols
○ Company Name

GE

Quotes and News ▼

Submit

Powered by **ALERT**

1145

Privacy Policy | Terms and Conditions | Help

v2.1 Last updated 9/21/2000

FIG. 12

1200

register ■
privacy ■
help ■
search ■

realworkspace

homo   my realworkspace   research   services   financing   leasing   tools   community

tools home ▾

tools.

Realworkspace has created
powerful, yet easy-to-use tools
to help you make sound financial
decisions on existing properties
or future deals. Our unique
valuation tool helps you quickly
value a property and then easily
include the results in a loan
request package. Our calculator
tools help you calculate payback,
breakeven points and cash flow,
or determine space-planning
needs. Click on any of these
links for the valuation tool or
calculator you need.

value a property — 1205

calculate a payback / breakeven — 1210

calculate cash flow — 1215

calculate space
requirements — 1220

FIG. 13

1300

payback calculators

payback calculators ▾

To help you quickly calculate payback on a property, Realworkspace has provided the following payback calculators. Explore various scenarios in real time by changing the data you enter. Click on a link below for the calculator you need.

At Realworkspace, your privacy and security are top priorities. Your individual information submitted here will never be distributed or sold. Please view our privacy statement for full details.

leasehold improvements payback calculator

1305

Use the Leasehold Improvement Payback Calculator to calculate your payback and the breakeven points of making capital improvements to a property.

■ Leasehold Improvement Payback Calculator

refinance / breakeven calculator

1310

Calculate the savings and breakeven point when refinancing with the Refinance / Breakeven Calculator.

■ Refinance / Breakeven Calculator

direct capitalization calculator

1315

Use the Direct Capitalization Calculator to determine the value of a property based on its income and a given capitalization rate - or determine the capitalization rate based on its income and a given sales price.

■ Direct Capitalization Calculator

FIG. 14

1400

realworkspace

privacy ■
help ■
search ■

home   my realworkspace   research   services   financing   leasing   tools   community

cash flow calculators

To help you calculate cash flow on a property, Realworkspace has created the following mortgage and affordability calculators. Explore various scenarios in real-time by changing the data you enter. Click on a link below for the calculator you need.

At Realworkspace, your privacy and security are top priorities. Your individual information submitted here will never be distributed or sold. Please view our privacy statement for full details.

mortgage calculator

The Mortgage Calculator will help you quickly calculate mortgage payments on a fixed or variable commercial loan, as well as the principal and interest payments over the term of a loan.

1405

■ Mortgage Calculator

affordability calculator

1410

The Affordability Calculator will help you determine the size of the commercial real estate loan you can afford by calculating the loan amount based on Net Operating Income (NOI) and basic underwriting criteria.

■ Affordability Calculator

FIG. 15a

15a00

realworkspace

privacy ☐
help ■
search ☐

homo   my realworkspaco   research   services   financing   leasing   tools   community

valuation tool

valuation tool ▾

Begin by indicating if you will be purchasing, selling or refinancing this property. Then select the level of detail you wish to receive based on the amount of information you have.

Before you begin, you will need the following information to value the property:

■ zip code
■ property type
■ square footage
■ expenses
■ capital expenditures

If you currently have a mortgage on the property, please have the mortgage terms available.

value property

I want to:

15a05 ── ○ modify an existing property valuation
15a10 ── ◉ value a new property

The level of detail I need is:

15a15 ── ◉ quick
○ basic
○ detailed

continue

FIG. 15b

15b00

register ▣
privacy ▣
help ▣
search ▣

realworkspace

homo | my realworkspaco | research | services | financing | leasing | tools | community

valuation tool ▾

modifying an existing valuation

Existing valuations can be selected for modification, or, if you want to keep multiple versions of a valuation, use the copy function to start a new version.

select a valuation

Action	Property Number	Property Name	Property Address	Property Type	Version	Last Update

back

FIG. 15c

15c00

step 1 for a property valuation

Start our easy 6-step valuation process by entering the property details below. When you click on "continue," your entries will be saved and you'll be taken to the next step in the process. Click on "previous page" to return to the previous step, the information you've entered on the present page will be retained. At any time during the valuation process, click on "save" to save your work. Resume your property valuation later without losing any of your data.

At Realworkspace, your privacy and security are top priorities. Your individual information submitted here will never be distributed or sold. Please view our privacy statement for full details.

1 property details   **2** operating data   **3** capital expenses   **4** mortgage   **5** investment   **6** valuation outputs

enter property details

* Indicates a required field

Valuation Description

Valuation Purpose: ● I am valuing a property that I want to purchase ———————— **15c05**

     ○ I am valuing a property that I want to sell ———————————— **15c10**

     ○ I am financing or refinancing a property I currently own ———— **15c15**

15c20 ——— * Version: [   ]   * Holding Period [   ] ——— **15c25**

Property Type

15c30 ——— * Property Type [Office ▼]   * Property Subtype [Downtown ▼]

Building Class: [A ▼]

Property Name and Address

15c35 ——— Property Number [12345678]

* Property Name [Oracle Building]

Address Line 1 [3 Bethesday Metro]

Address Line 2 [Suite 100]

City [Bethesda]

State [Maryland ▼]

* Zip Code [75080]

Metro Area: DALLAS TX

15c40 ——— **Property Details**

Year Built [2000]   Year Renovated [   ]

Gross Square Footage [25,000 SF]   * Rentable Square Footage [22,000 SF]

Number of Tenants [10]

back   save   continue

FIG. 15d

| ⇐ · ⇒ · ⊗ 🗋 🏠 🔍 📁 🌐 📇 🖨 **w** | File Edit View Favorites » | Address ⟲ Go | ⚙ – ⬜ |

realworkspace

privacy ▣
help ▣
search ▪

homo   my realworkspaco   research   **services**   financing   leasing   **tools**   community

step 2 for a property valuation

In this step of the valuation process, enter operating income and expense data below. The ⊿ will provide you with market information Click ▶ to go to a more detailed level, and click ▾ to go to a more summarized level. Remember, you can click on "save" to save your work at any time.

1 property details   **2** operating data   **3** capital expenses   mortgage   **5** investment   **6** valuation outputs

enter operating data

Default Annual Growth Rate: [0.00]

Line Item	%	$	$ per SF/Unit	Growth
▶ Potential Gross Income		$4,075,000.00	$185.23 ⊿	0.00%
Less Vacancy and Credit Loss	5.00%	$203,750.00	$9.26 ⊿	
Effective Gross Income		$3,871,250.00	$175.97	
▶ Operating Expenses		$1,650,000.00	$75 00 ⊿	0.00%
Net Operating Income		$2,221,250.00	$100.97	

back   save   continue

5d05
5d10
5d15
5d20
5d25

FIG. 15e

15e00

realworkspace

privacy ▪
help ▪
search ▪

| homo | my realworkspaco | research | services | financing | leasing | tools | community |

step 3 for a property valuation

In this step, enter any capital expenses such as a leasing commission, tenant improvements, or capital reserves Click on "save" to save your work.

1 property details   **2** operating data   **3** capital expenses   🔲 mortgage   🔲 investment   🔲 valutation outputs

enter capital expenses

• Indicates a required field

We can estimate tenant improvements and leasing commissions using one of three methods:

⦿ Quick   ○ Basic   ○ Detail

15e05 ──── Tenant Improvements	$	$ per SF/Unit
Average Tenant Improvements per Year:	$600,000.00	$27.27

15e10 ──── Leasing Commisions		
Average Leasing Commissions per Year:	$150,000.00	$6.82

15e15 ──── Capital Reserves		
Average Capital Reserves per Year:	$50,000.00	$2.27

back   save   continue

FIG. 15f

15f00

| File | Edit | View | Favorites | » | Address | Go |

register ⊠
privacy ⊠
help ■
search ⊠

realworkspace

| homo | my realworkspaco | rosoarch | services | financing | loasing | tools | community |

step 4 for a property valuation

Next, enter your mortgage details below You may enter information for up to three loans.

1 property details **2** operating data **3** capital expenses **4** mortgage **5** investment **6** valutation outputs

enter mortgage details

Mortgages Summary

Action	#	Loan Amount	Interest Rate	Rate Type	Payment	Payment Frequency	Start Month/Year	Loan Term
				new mortgage	continue			

15f05   15f10   15f20   15f25   back save continue
                                                 15f30   15f35

15f15

FIG. 15g

In step five of the valuation process, enter information about your investment profile and your assumptions about the future sale of the property. Click ☑ to view market data.

1 property details   **2** operating data   **3** capital expenses   **4** mortgage   **5** **investment**   valutation outputs

enter investment profile

● Indicates a required field

15g05 ——— Discount Rate

15g10 ——— Discount Rate to Apply to Estimated Future Cash Flows: | 5% ☑

15g15 ——————————————————— Holding Period: **1 Years**

15g20 ——— Purchase of Property

15g25 ——————————— ● Contract Purchase Price: | $200,000.00

15g30 ——————— Transaction Costs as a Percent of Purchase Price: | 5%

15g35 ——————————————— Fees for Purchase: | $20,000.00

15g40 ——— Future Sale of Property

15g45 ——————— Transaction Costs as a Percent of Future Sale: | 5%

15g50 ——————————————— Fees for Future Sale: | $20,000.00

15g55 —

You can estimate future value using one of these methods:

(● Future Value of Asset at time of Sale   ●| $300,000.00

(● Annual Growth Rate from Original Purchase Price

(● Capitalization Rate to Apply to Estimated Net Operating Income For the 1st Year After Sale

FIG. 15h

15h00

search ☐
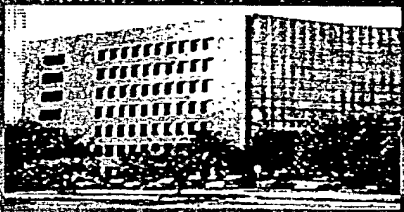
home   my realworkspace   research   services   financing   leasing   tools   community

step 6 for a property valuation

Here is a summary of your inputs. Choose the reports you'd like to view. Once you've displayed the report, click on the "print" icon to print that report.

1 property details   **2** operating data   **3** capital expenses   **4** mortgage   **5** investment   **6** valutation outputs

valuation report

Oracle Building
3 Bethesday Metro
Suite 100
Bethesda, MD 75080

Property At a Glance	
Property Type:	**Office**
Property Subtype:	**Downtown**
Building Class:	**A**
Year Built:	**2000**
Year Renovated.	
Gross Sq. Ft.:	**25,000 SF**
Rentable Sq. Ft. or Units:	**22,000 SF**
Number of Tenants:	**10**
Occupancy:	**NAV**
Top 3 Tenants:	**NAV, NAV, NAV**
Contract Purchase Price:	**$200,000**
Price / Rentable SF:	**$9.09**

Reports (PDF Format)

Summary of Inputs

Cash Flow Projection and Ratio Analysis

NPV / IRR / Asset Validation

Proceeds from Sale

Financing Table

Sensitivity Chart

All Reports

Reports format requires Adobe Acrobat Reader. To download click the Adobe button

Get Acrobat Reader
Adobe

15h05

Based on the following assumptions run on **11-15-2000 02:55 PM** date:

Generation 1 or 2 with third party inputs (IREM/SIOR/NAIOP)

FIG. 15h
(cont.)

15h00

15h10

Customer Inputs		$$	$/sf	Realworkspace Benchmark	
				From ($/sf)	To ($/sf)
1	Effective Gross Income (Yr1)	$3,871,250	$175 97	$9 73	$5 31
2	Operating Expenses (Yr1)	$1,650,000	$75.00	$5 08	$9 25
3	Capital Expenditure (Yr1)	$800,000	$36.36	$36.36	$36.36
4	Net cash Flow Before debt Service	$1,421,250	$64 60	($31 71)	($40 30)
5	Discount Rate	5%			
6	Terminal Cap Rate	0 00%			
7	Direct Cap Rate	710.625%			
8	Purchase Price	$200,000	$9.09	$9 09	$9.09
9	Terminal Value	$300,000	$13 64	$13 64	$13 64
10	Loan to Value	0			
11	Sales per Unit (Apartments - only)				
12	Gross Rent Multiplier (Apartments - only)				
Present Value of R.E. Assets:	Net Cash Flow before Debt Service	$1,605,952	$73.00	($18.73)	($26.91)
	Net Operating Income (NOI)	$2,367,857	$107.63	$15 90	$7 72

Performance Ratio Summary

15h15

Customer Inputs				Realworkspace Benchmark	
	NPV	$$ per Square Foot	IRR	From ($/sf)	To ($/sf)
Net Cash Flow before Debt Service	$1,375,952	$73.00	633.15217%	($18 73)	($26.91)
Net Cash Flow after Debt Service	$1,375,952	$107 63	633.15217%	$15 90	$7.72
		Year 1	Average	(Year1)	(Year1)
NOI Yield	NOI / Purchase Price	9 6576	9 6576	0.4448	-0.3769
Levered Cash on Cash return	Cash Flow after ADS / Total Equity	6 1793	6 1793	-3 0335	-3.8551
Debt Service Coverage ratio	NOI / ADS	Infinite	NaN	Infinite	Infinite
	Net Cash Flow / ADS	Infinite	NaN	Infinite	Infinite
Loan to Value	Loan Amount / Property Value	0	0	0	0
Expense Ratio	Operating Expense / Potential Gross Income	0 4049	0 4049	0.5221	0 7539

15h20

FIG. 16a

realworkspace

privacy ▣
help ▣
search ▣

home   my realworkspace   research   services   financing   leasing   tools   community
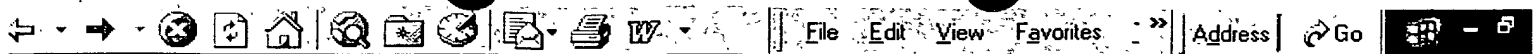
calculation   graph   explanation

The Leasehold Improvement Payback Calculator calculates the payback and breakeven points when you make capital improvements to a property. Start by filling in the information below, then click "calculate". If you have questions about this tool, click on the "explanation" tab above.

leasehold improvement payback calculator

16a05 — What is the square footage for this lease? [10,000 SF]

16a10 — What is the average annual base rental rate? [Per Square Foot ▾] [$100.00]

16a15 — What is the lease term? [10] Years [0] Months

16a20 — What is the building standard improvements amount per square foot? [$10.00]

16a25 — What is the annual interest rate for financing the building standard improvements? [10%]

16a30 — Are there above standard improvements? ⦿ Yes ◯ No

16a35 — What is the above standard improvements amount per square foot? [$15.00]

16a40 — What is the annual interest rate for financing the above standard improvements? [5%]

16a45 — What is the annual interest rate you are charging the tenant for above standard improvements? [6%]

	Standard Improvements		Above Standard Improvements		Total	
-	Lease Term	Annual Per SF	Lease Term	Annual Per SF	Lease Term	Annual Per SF
Rent	$10,000,000.00	$100.00	$199,836.90	$2.00	$10,199,836.90	$102.00
Cost of Improvements	$100,000.00	$1.00	$150,000.00	$1.50	$250,000.00	$2.50
Financing Cost	$58,580.88	$0.59	$40,917.93	$0 41	$99,498.81	$0.99
Income from Lease	$9,841,419.12	$98.41	$8,918.98	$0.09	$9,850,338.09	$98.50
PV of Income from Lease	$6,205,930.28	$62.06	$7,007.44	$0.07	$6,212,937.72	$62.13

16a50

clear   calculate

FIG. 16b

16b00

| calculation | graph | explanation |

iculators ▾

Here is a graphic view of the results of your leasehold improvement calculation. If you have questions about this tool, click on the "explanation" tab.

leasehold improvement payback calculator

16a50

	Standard Improvements		Above Standard Improvements		Total	
-	Lease Term	Annual Per SF	Lease Term	Annual Per SF	Lease Term	Annual Per SF
Rent	$10,000,000.00	$100.00	$199,836.90	$2.00	$10,199,836.90	$102.00
Cost of Improvements	$100,000.00	$1.00	$150,000.00	$1.50	$250,000.00	$2.50
Financing Cost	$58,580.88	$0.59	$40,917.93	$0.41	$99,498.81	$0.99
Income from Lease	$9,841,419.12	$98.41	$8,918.98	$0.09	$9,850,338.09	$98.50
PV of Income from Lease	$6,205,930.28	$62.06	$7,007.44	$0.07	$6,212,937.72	$62.13

16b05

$1,019,983.69
$990,000.00
$900,000.00
$800,000.00
$700,000.00
$600,000.00
$500,000.00
$400,000.00
$300,000.00

▣ Rent excluding building standard improvements
■ Building standard improvements
☐ Above standard cost
☐ Above standard profit

FIG. 16c

register ▣
privacy ▣
help ▣
search ▣

real workspace

home   my realworkspace   research   services   financing   leasing   tools   community

calculation   graph   explanation

payback calculators ▼

The Leasehold Improvement Payback Calculator calculates the payback and breakeven points when making capital improvements to a property. To use the calculator, click on the "calculation" tab, fill in the fields on the form, then click "calculate".

16c05

FIG. 17a

File   Edit   View   Favorites   Address   Go

search

home   my realworkspace   research   services   financing   leasing   tools   community

| current loan | new loan | results | graph | explanation |

The Refinance / Breakeven Calculator helps you calculate refinance loan savings and breakeven points to determine whether it's worth refinancing in today's market conditions. Enter information about your current loan into the fields below and click "calculate" to display the remaining loan term. Next click the "new loan" tab to enter information about a new loan scenario. If you have questions about this tool, click on the "explanation" tab above.

refinance / breakeven calculator

17a05 ——————— What type of mortgage do you have?   **Fixed Rate** ▼

17a10 ——————— What type of amortization are you using?   **Full Amortization** ▼

17a15 ——————— What is the current loan balance?   **$100,000.00**

17a20 ——————— What annual interest rate are you paying now?   **10%**

17a25 ——————— What is the remaining term?   **30 | Years** ▼

17a30 ——————— What is the payment frequency for your current loan?   **Monthly** ▼

17a35 ——————— What is the payment amount for your current loan?   **$1,000.00**

17a40 ——————— *** Calculated remaining term:**   **216 Months**

17a45 ——————— What prepay penalties will be paid as a percentage of balance?   **1%**

17a50 ——————— What prepay penalties will be paid as an amount?   **$1,000.00**

* The comparison analysis will utilize the calculated remaining term.

clear   calculate

FIG. 17b

| ← ▾ → ▾ ⊗ ▣ ⌂ ▦ ◈ ▣▾ 🖨 W ▾ | File Edit View Favorites » | Address ⊘Go 🔲 – ⊟ |

current loan | new loan | results | graph | explanation

payback calculators ▾

The Refinance / Breakeven Calculator helps you calculate refinance loan savings and breakeven points to determine whether it is worth refinancing in today's market conditions. After you've entered information about your existing loan, continue by entering information about a new loan into the fields below. Click "calculate" to display the new payment amount. When you're ready, click on the "results" tab above to display the breakeven point and cumulative savings To return to the calculation for a current loan, click the "current loan" tab. If you have questions about this tool, click on the "explanation" tab

refinance / breakeven calculator

17b05	What type of mortgage are you considering?	**Fixed Rate** ▾
17b10	What type of amortization should we use?	**Full Amortization** ▾
17b15	Current loan balance:	$100,000.00
17b20	Additional loan amount:	$100,000.00
17b25	What points and fees as a % are financed?	5%
17b30	What fees as an amount are financed?	$0.00
17b35	Total new loan amount:	$205,000.00
17b40	What is the annual interest rate?	7%
17b45	What is the new loan term?	30 Years ▾
17b50	What is the new payment frequency?	Monthly ▾
17b55	Payment:	$1,363.86
17b60	What points and fees as a % are not financed?	0%
17b65	What fees as an amount are not financed?	$0.00
17b70	Do you want to calculate a payoff amount?	⦿ Yes ◯ No
17b75	How many years do you plan to own the property?	10
17b80	Payoff amount:	$175,916.02

clear   calculate

FIG. 17c

realworkspace

register ◻
privacy ◼
help ◼
search ◼

home | my realworkspace | research | services | financing | leasing | | community

current loan | new loan | results | graph | explanation

payback calculators ▾

Here are the results of your Refinance / Breakeven calculation. To see the results in a graphic format, click on the "graph" tab.

refinance / breakeven calculator

Based on the loan term:

Compare	Current Loan	New Loan	Savings/(Costs)	Present Value
Loan amount	$100,000.00	$205,000.00	--	--
Total Payment.	$216,000.00	$490,989.60	($274,989.60)	($82,450.24)
Points and Fees Unfinanced.	$2,000.00	$0.00	$2,000.00	$2,000.00
Total Savings:			($276,989.60)	($84,450.24)
Rate·	10%	7%		
Term:	216 Months (18Years)	360 Months (30Years)		
Payment.	$1,000.00	$1,363.86	($363.86)	

Breakeven

Total Points and Fees Financed. $10,000.00   -27.48 Payments
Total Points and Fees Unfinanced $2,000.00   -5.5 Payments

* The calculated remaining term is used in the comparison analysis

Based on the payoff term:

Compare	Current Loan	New Loan	Savings/(Costs)	Present Value
Loan amount:	$100,000.00	$205,000.00	--	--
Total Payment:	$120,000.00	$163,663.20	($43,663 20)	($82,450.24)
Points and Fees Unfinanced·	$2,000 00	$0.00	$2,000.00	$2,000.00
Total Savings:			($45,663.20)	($84,450.24)
Rate·	10%	7%		
Term:	120 Months (10Years)	120 Months (10Years)		
Payment·	$1,000 00	$1,363 86	($363.86)	

17c05

17c10

FIG. 17d

realworkspace

home   my realworkspace   research   services   financing   leasing   tools   community

current loan   new loan   results   graph   explanation

payback calculators ▼

Here are the results of your Refinance / Breakeven calculation. To see the results in a graphic format, click on the "graph" tab.

refinance / breakeven calculator

Based on the loan term:

Compare	Current Loan	New Loan	Savings/ (Costs)	Present Value
Loan amount	$100,000.00	$0 00	--	--
Total Payment	$216,000.00	$490,989.60	($274,989.60)	($82,450 24)
Points and Fees Unfinanced·	$2,000.00	$0 00	$2,000.00	$2,000 00
Total Savings			($276,989.60)	($84,450.24)
Rate:	10%	7%		
Term·	216 Months (18Years)	360 Months (30Years)		
Payment:	$1,000.00	$1,363.86	($363.86)	

Breakeven

Total Points and Fees Financed	$10,000 00	-27.48 Payments
Total Points and Fees Unfinanced	$2,000.00	-5 5 Payments

* The calculated remaining term is used in the comparison analysis.
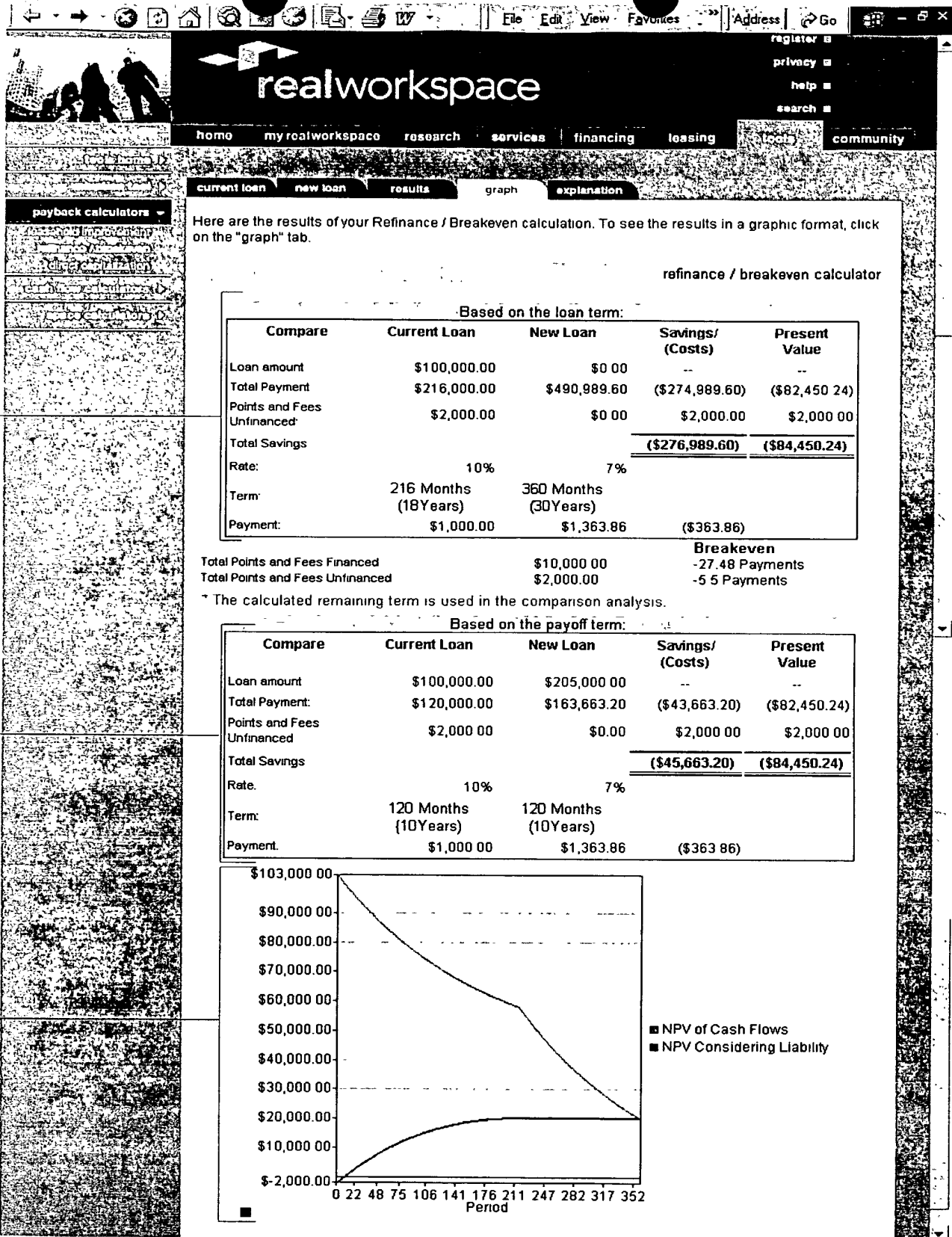
Based on the payoff term:

Compare	Current Loan	New Loan	Savings/ (Costs)	Present Value
Loan amount	$100,000.00	$205,000 00	--	--
Total Payment:	$120,000.00	$163,663.20	($43,663.20)	($82,450.24)
Points and Fees Unfinanced	$2,000 00	$0.00	$2,000 00	$2,000 00
Total Savings			($45,663.20)	($84,450.24)
Rate.	10%	7%		
Term:	120 Months (10Years)	120 Months (10Years)		
Payment.	$1,000 00	$1,363.86	($363 86)	

17c05
17c10
17d05

Graph with y-axis values: $103,000 00, $90,000 00, $80,000.00, $70,000.00, $60,000 00, $50,000.00, $40,000.00, $30,000 00, $20,000.00, $10,000 00, $-2,000.00

x-axis (Period): 0 22 48 75 106 141 176 211 247 282 317 352

Legend:
■ NPV of Cash Flows
■ NPV Considering Liability

FIG. 17e

| home | my realworkspace | research | services | financing | leasing | tools | community |

payback calculators ▼

| current loan | new loan | results | graph | explanation |

Use the Mortgage calculator to enter mortgage data associated with the property Below, each of the questions on this screen is discussed in detail.

Calculate loan amount, interest rate, payment amount or term. All the fields that appear on the screen are required The fields that are being calculated for you are shown in red.

note: This calculator assumes monthly compounding. This calculator does not consider private mortgage insurance (PMI), insurance, homeowners costs or tax implications.

What type of mortgage are you considering?

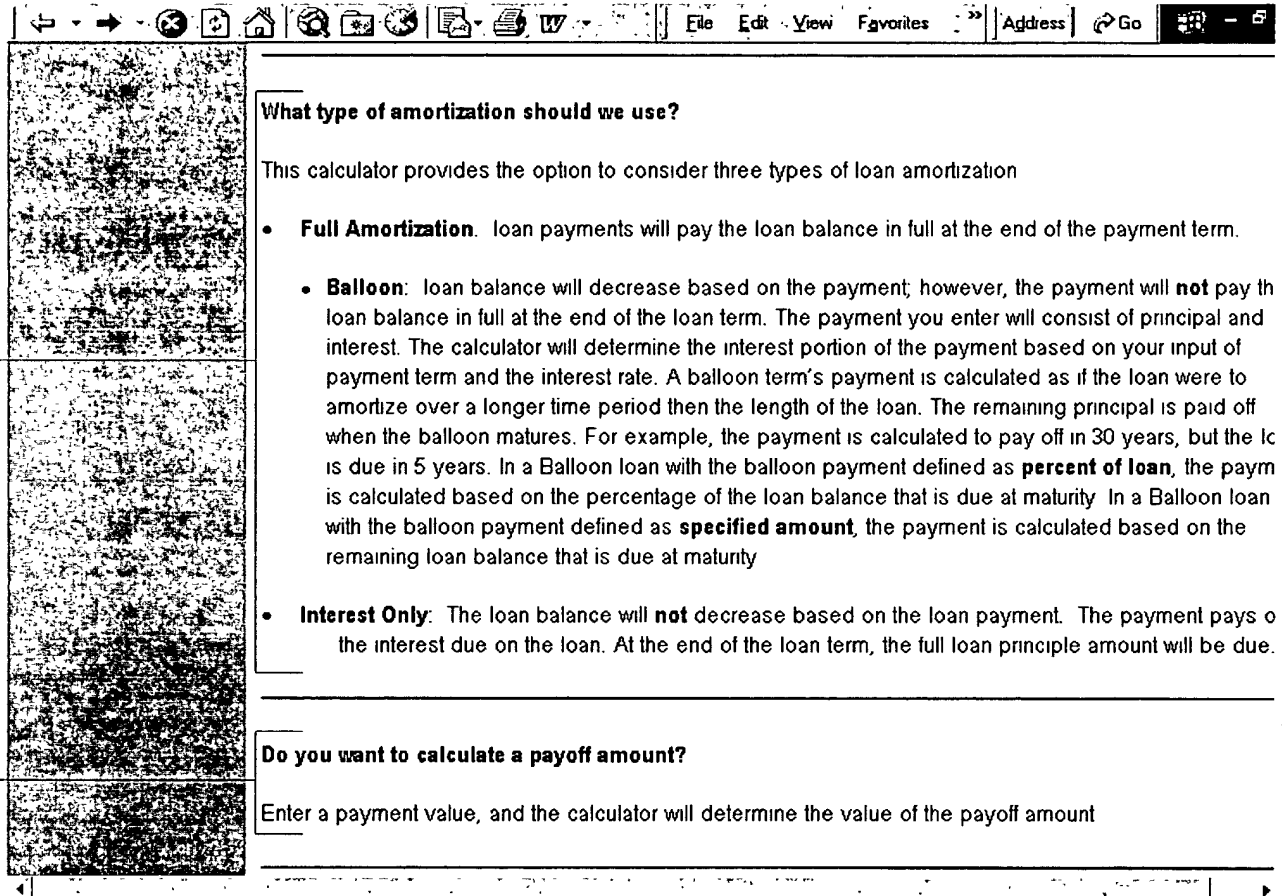You may choose either of two different types of mortgage rates, variable or fixed

- **Fixed rate**: interest rate remains constant for the term of the loan

- **Variable rate** interest rate changes over the term of the loan. The calculator assumes that the rate will be based on an index with scheduled rate changes, that is, after a specified number of periods and with a specified number of periods between adjustments While it is not possible to know what the interest will be after an adjustment, this calculator allows you to simulate scenarios based on your assumptions. For further information, refer to the Variable Rate Loan section below.

17e05

17e00

What type of amortization should we use?

This calculator provides the option to consider three types of loan amortization

- **Full Amortization**. loan payments will pay the loan balance in full at the end of the payment term.

  - **Balloon**: loan balance will decrease based on the payment; however, the payment will **not** pay th loan balance in full at the end of the loan term. The payment you enter will consist of principal and interest. The calculator will determine the interest portion of the payment based on your input of payment term and the interest rate. A balloon term's payment is calculated as if the loan were to amortize over a longer time period then the length of the loan. The remaining principal is paid off when the balloon matures. For example, the payment is calculated to pay off in 30 years, but the lc is due in 5 years. In a Balloon loan with the balloon payment defined as **percent of loan**, the paym is calculated based on the percentage of the loan balance that is due at maturity In a Balloon loan with the balloon payment defined as **specified amount**, the payment is calculated based on the remaining loan balance that is due at maturity

- **Interest Only**: The loan balance will **not** decrease based on the loan payment. The payment pays o the interest due on the loan. At the end of the loan term, the full loan principle amount will be due.

Do you want to calculate a payoff amount?

Enter a payment value, and the calculator will determine the value of the payoff amount

17e10

17e15

17e00

What is the first payment date?

The information is used on the amortization schedule to provide you with payment dates This field does not impact the calculations.

17e20

Do you want to calculate the interest rate inclusive of points and fees?

Calculate the impact of points and fees as they relate to the interest rate. You may include points as a percentage of the loan and/or as an explicit amount **Points** can include origination, discount or buy down **Fees** can include appraisal, application, title, or other fees. The interest rate, including points, calculates the final value by reducing the loan amount by the point value and/or other fees.

17e25

Mortgage Constant is the annual debt service divided by the loan amount It is an indication of how much principal is being paid in the first year, and as such, is an indicator of how quickly the loan may be paid off The higher the value of the mortgage constant, the more quickly the loan is being paid off

Variable Rate Loans

This model assumes that the interest rate adjusts on regularly scheduled basis

How many periods before the first adjustment?

Enter the number of periods from the loan date to the first adjustment date. You should refer to the payment frequency when answering this question. For example, if the payment frequency is quarterly and the rate

17e30

17e00

How many periods between adjustments?

Enter the number of periods between adjustments.. If the payment frequency is quarterly and the rate adjusts every 2 years, you would enter 8.

Do you want to use the maximum rate adjustments? (worst-case scenario)

Because of the inability to predict interest rates, this calculator allows you to simulate the maximum rate change for each adjustment date without exceeding the maximum rate allowed for the loan. Deselecting the checkmark displays additional fields for entering assumptions about future interest rate changes

What is the minimum rate?

The minimum rate is sometimes referred to as the floor Enter the lowest interest rate that could apply
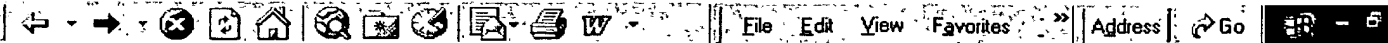
What is the initial index value?

Enter the initial rate of the index. Variable rate loans generally base the interest rate on an index like the prime rate of a major bank, for example.

17e35

17e40

17e45

17e50

What is the margin?

The margin is the amount that is added to the index to establish the interest rate on each adjustment date Variable rate loans generally include a margin or some other percentage above the index value

What do you predict will be the index change per adjustment?

Enter the percent change that you predict will occur in the index in for the rate You may enter a negative or a positive change. The calculator will increase the interest rate by this amount for each of the adjustment dates until the rate reaches the maximum or minimum interest rate allowed on the loan

Break Even is the point at which the cost of obtaining the new loan has be paid back by the decrease, if any, in the payments. In other words, the number of payments it takes to cover the points and fees you paid to refinance the mortgage.

Savings/(Cost) is the amount of cash you will pay(cost) or save(savings) based on a comparison between the total payments remaining on the current loan to the total payments on the new loan

Present value tells you what the future payments are worth as cash today.

FIG. 18a

18a00

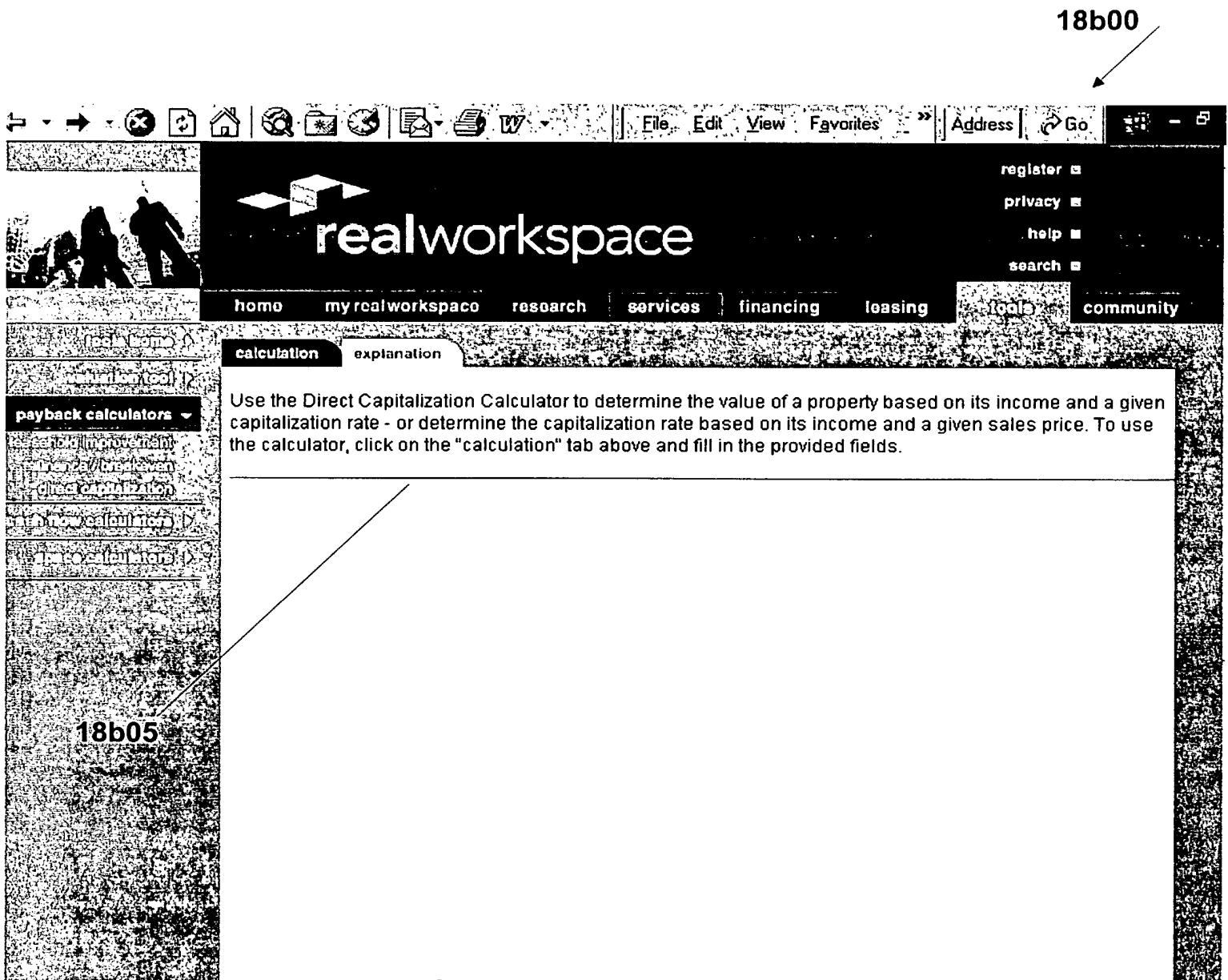## realworkspace

home   my realworkspace   research   services   financing   leasing   tools   community

calculation   explanation

payback calculators ▾

Use the Direct Capitalization Calculator to determine the value of a property based on its income and a given capitalization rate - or determine the capitalization rate based on its income and a given sales price. Start by choosing whether you want to calculate the capitalization rate or property value. If you have questions about this tool, click on the "explanation" tab above.

leasehold improvement payback calculator

18a05 — What would you like to calculate? **Capitalization Rate** ▾

18a10 — What is the property's net annual operating income? $10,000.00

18a15 — Do you want to include capital expenses? ⦿ Yes ⚪ No

18a20 — What is the property's annual capital expense amount? In Total ▾ $5,000.00

18a25 — Do you want to include sale transaction costs? ⦿ Yes ⚪ No

18a30 — What will the sale transaction costs be? % of Sales Price ▾ 5%

18a35 — What is the asking sales price? $100,000.00

18a40 — The capitalization rate is 4.7619%

clear   calculate

FIG. 18b

realworkspace

register
privacy
help
search

home   my realworkspace   research   services   financing   leasing   tools   community

calculation   explanation

Use the Direct Capitalization Calculator to determine the value of a property based on its income and a given capitalization rate - or determine the capitalization rate based on its income and a given sales price. To use the calculator, click on the "calculation" tab above and fill in the provided fields.

payback calculators

18b05

FIG. 19a

19a00

File Edit View Favorites » Address Go

This Mortgage Calculator calculates mortgage payments on a fixed or variable commercial loan, as well as the principal and interest payments over the term of the loan. Start by selecting from the pull-downs below. Next, fill in the fields and click "calculate." Select either the "schedule", "summary" or "graph" tabs above to view the results of your calculation If you have questions about this tool, click on the "explanation" tab.

cash flow calculators ▼

mortgage calculator

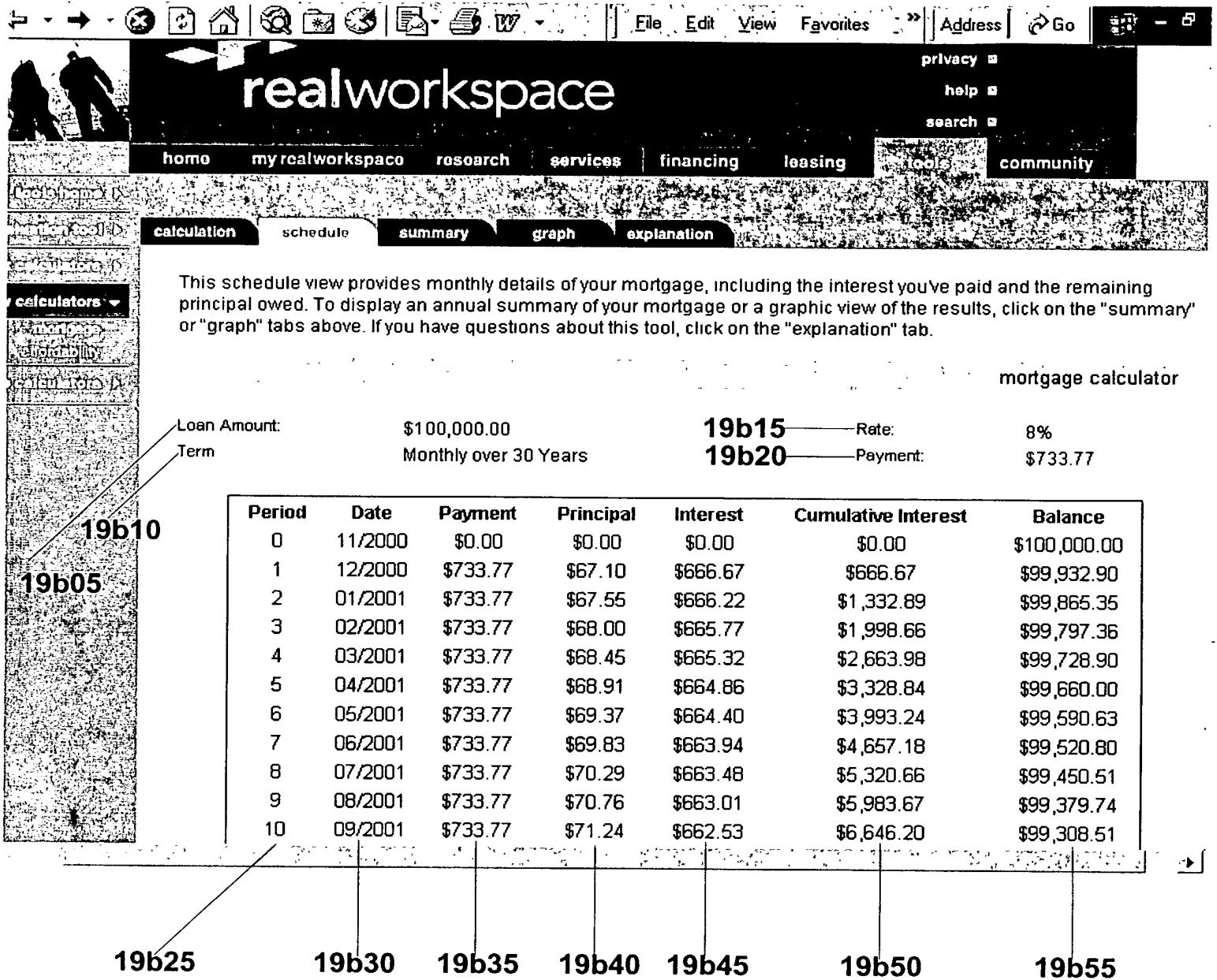|		
19a05	What should we calculate?	Payment ▼
19a10	What type of mortgage are you considering?	Fixed Rate ▼
19a15	What type of amortization should we use?	Full Amortization ▼
19a20	What is the loan amount?	$100,000.00
19a25	What is the interest rate?	8%
19a30	What is the loan term?	30 Years ▼
19a35	What is the payment frequency?	Monthly ▼
19a40	What is the first payment date?	December ▼ 2000
19a45	Payment:	$733.77
19a50	Mortgage constant:	8.80524%
19a55	Annual payment:	$8,805.24
19a60	Do you want to calculate a payoff amount?	⦿ Yes ○ No
19a65	After how many payments should we show payoff?	100
19a70	Payoff amount:	$90,504.36
19a75	Do you want to calculate the interest rate inclusive of points and fees?	⦿ Yes ○ No
19a80	What points and fees will be paid as a percentage?	5%
19a85	What fees will be paid as an amount?	$1,000.00
19a90	Rate with points included:	8.66456%

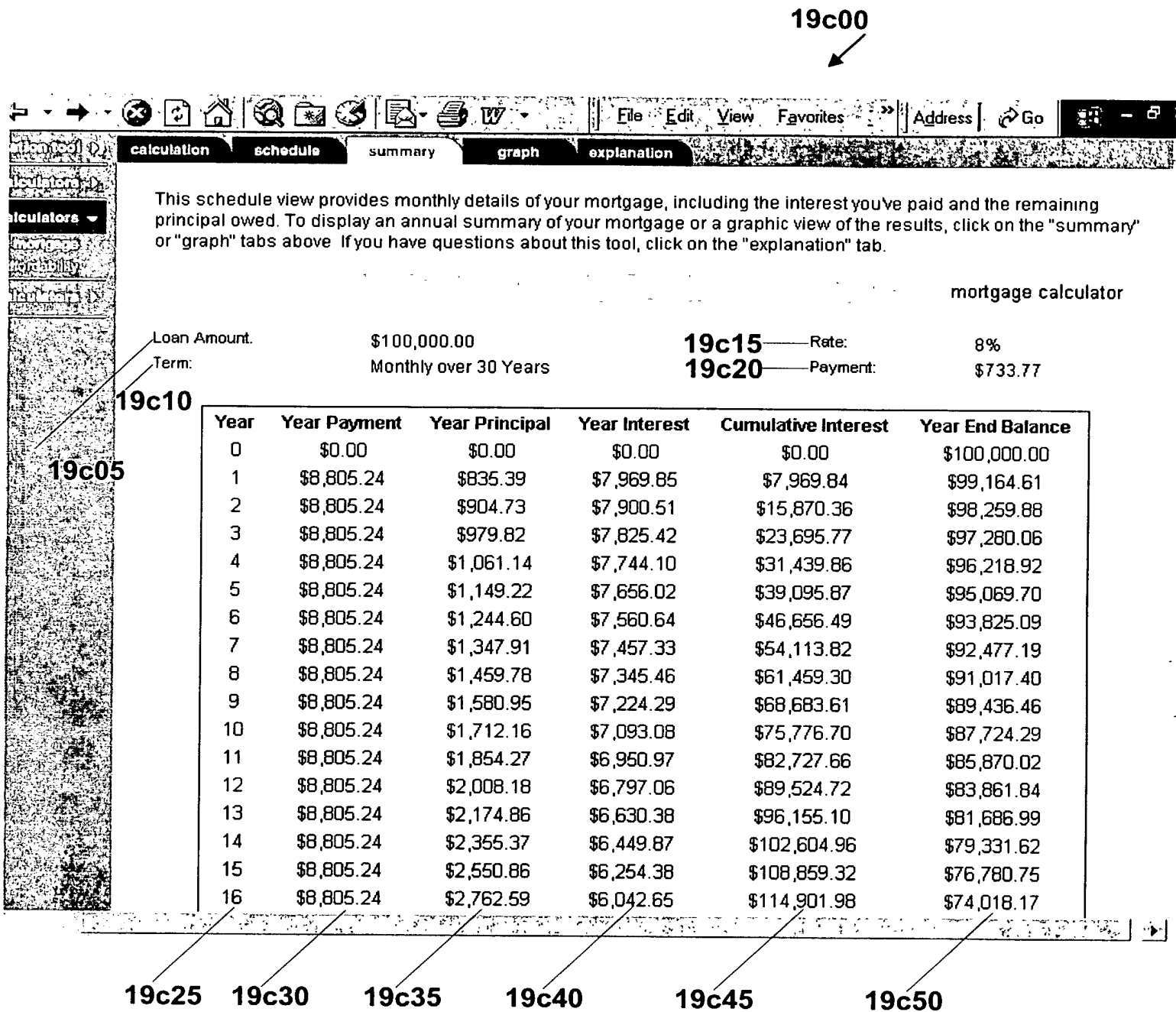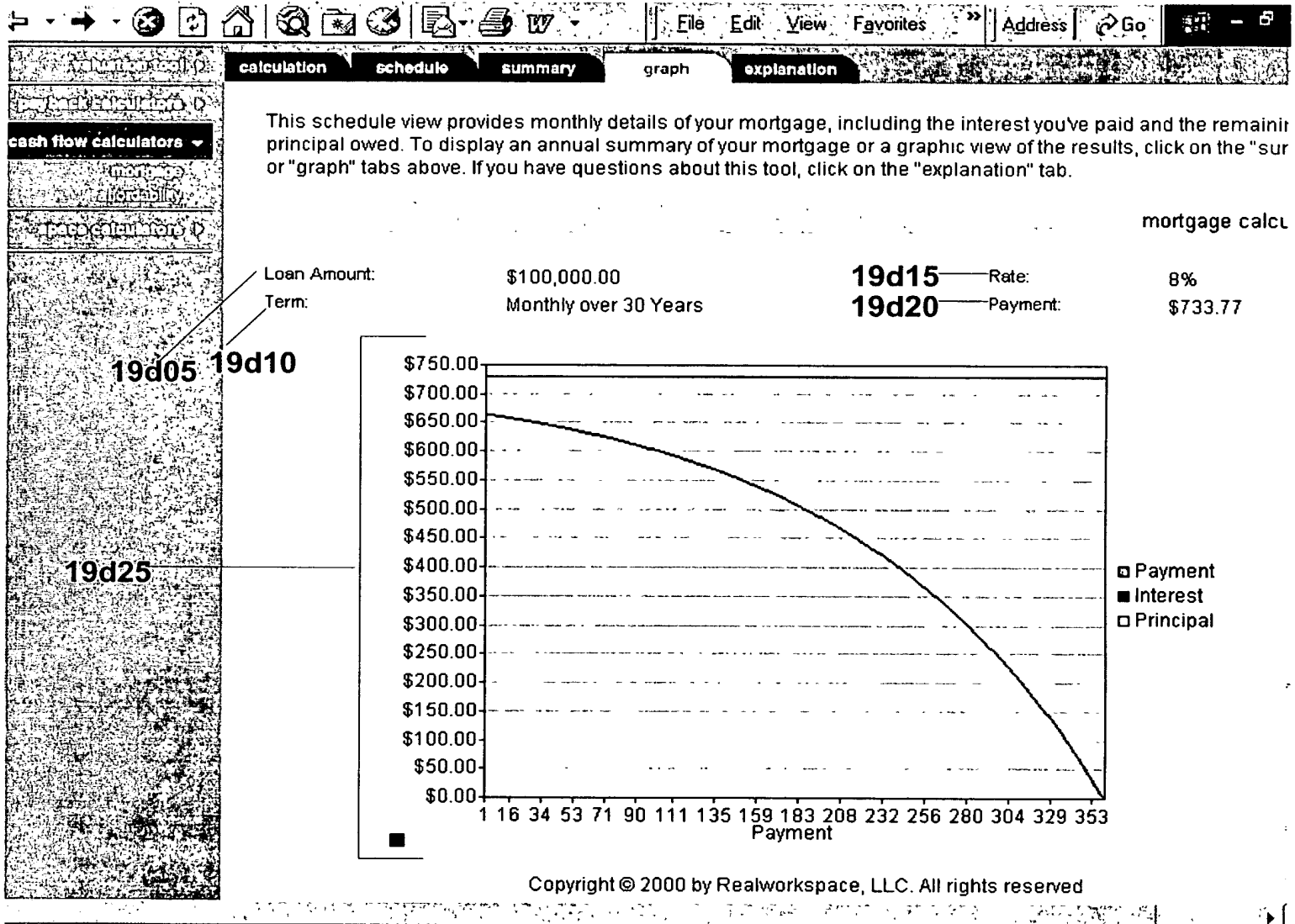clear   calculate

FIG. 19b

19b00

realworkspace

privacy ▣
help ▣
search ▣

| home | my realworkspace | research | services | financing | leasing | tools | community |

calculation   schedule   summary   graph   explanation

This schedule view provides monthly details of your mortgage, including the interest you've paid and the remaining principal owed. To display an annual summary of your mortgage or a graphic view of the results, click on the "summary" or "graph" tabs above. If you have questions about this tool, click on the "explanation" tab.

mortgage calculator

| Loan Amount: | $100,000.00 | 19b15 ——— Rate: | 8% |
| Term | Monthly over 30 Years | 19b20 ——— Payment: | $733.77 |

19b10

19b05

Period	Date	Payment	Principal	Interest	Cumulative Interest	Balance
0	11/2000	$0.00	$0.00	$0.00	$0.00	$100,000.00
1	12/2000	$733.77	$67.10	$666.67	$666.67	$99,932.90
2	01/2001	$733.77	$67.55	$666.22	$1,332.89	$99,865.35
3	02/2001	$733.77	$68.00	$665.77	$1,998.66	$99,797.36
4	03/2001	$733.77	$68.45	$665.32	$2,663.98	$99,728.90
5	04/2001	$733.77	$68.91	$664.86	$3,328.84	$99,660.00
6	05/2001	$733.77	$69.37	$664.40	$3,993.24	$99,590.63
7	06/2001	$733.77	$69.83	$663.94	$4,657.18	$99,520.80
8	07/2001	$733.77	$70.29	$663.48	$5,320.66	$99,450.51
9	08/2001	$733.77	$70.76	$663.01	$5,983.67	$99,379.74
10	09/2001	$733.77	$71.24	$662.53	$6,646.20	$99,308.51

19b25   19b30   19b35   19b40   19b45   19b50   19b55

FIG. 19c

19c00

| calculation | schedule | summary | graph | explanation |

This schedule view provides monthly details of your mortgage, including the interest you've paid and the remaining principal owed. To display an annual summary of your mortgage or a graphic view of the results, click on the "summary" or "graph" tabs above If you have questions about this tool, click on the "explanation" tab.

mortgage calculator

Loan Amount. $100,000.00   19c15——Rate: 8%
Term: Monthly over 30 Years 19c20——Payment: $733.77

19c10

19c05

Year	Year Payment	Year Principal	Year Interest	Cumulative Interest	Year End Balance
0	$0.00	$0.00	$0.00	$0.00	$100,000.00
1	$8,805.24	$835.39	$7,969.85	$7,969.84	$99,164.61
2	$8,805.24	$904.73	$7,900.51	$15,870.36	$98,259.88
3	$8,805.24	$979.82	$7,825.42	$23,695.77	$97,280.06
4	$8,805.24	$1,061.14	$7,744.10	$31,439.86	$96,218.92
5	$8,805.24	$1,149.22	$7,656.02	$39,095.87	$95,069.70
6	$8,805.24	$1,244.60	$7,560.64	$46,656.49	$93,825.09
7	$8,805.24	$1,347.91	$7,457.33	$54,113.82	$92,477.19
8	$8,805.24	$1,459.78	$7,345.46	$61,459.30	$91,017.40
9	$8,805.24	$1,580.95	$7,224.29	$68,683.61	$89,436.46
10	$8,805.24	$1,712.16	$7,093.08	$75,776.70	$87,724.29
11	$8,805.24	$1,854.27	$6,950.97	$82,727.66	$85,870.02
12	$8,805.24	$2,008.18	$6,797.06	$89,524.72	$83,861.84
13	$8,805.24	$2,174.86	$6,630.38	$96,155.10	$81,686.99
14	$8,805.24	$2,355.37	$6,449.87	$102,604.96	$79,331.62
15	$8,805.24	$2,550.86	$6,254.38	$108,859.32	$76,780.75
16	$8,805.24	$2,762.59	$6,042.65	$114,901.98	$74,018.17

19c25   19c30   19c35   19c40   19c45   19c50

FIG. 19d

19d00

File Edit View Favorites Address Go

This schedule view provides monthly details of your mortgage, including the interest you've paid and the remainir principal owed. To display an annual summary of your mortgage or a graphic view of the results, click on the "sur or "graph" tabs above. If you have questions about this tool, click on the "explanation" tab.

mortgage calcu

Loan Amount:	$100,000.00	19d15 ——— Rate:	8%
Term:	Monthly over 30 Years	19d20 ——— Payment:	$733.77

19d05 19d10

19d25

Graph showing Payment, Interest, Principal:
- Y-axis: $0.00 to $750.00
- X-axis (Payment): 1 16 34 53 71 90 111 135 159 183 208 232 256 280 304 329 353
- Legend: □ Payment, ■ Interest, □ Principal

FIG. 19e

19e00

homo   my realworkspaco   research   services   financing   leasing   tools   community

calculation   schedule   summary   graph   explanation

flow calculators ▼

Use the Mortgage calculator to enter mortgage data associated with the property. Below, each of the questions on this screen is discussed in detail.

Calculate loan amount, interest rate, payment amount or term. All the fields that appear on the screen are required. The fields that are being calculated for you are shown in red.

19e01

note: *This calculator assumes monthly compounding. This calculator does not consider private mortgage insurance (PMI), insurance, homeowners costs or tax implications.*

What type of mortgage are you considering?

You may choose either of two different types of mortgage rates, variable or fixed.

19e05

- **Fixed rate:** interest rate remains constant for the term of the loan

- **Variable rate:** interest rate changes over the term of the loan. The calculator assumes that the rate will be based on an <u>index</u> with scheduled rate changes, that is, after a specified number of periods and with a specified number of periods between <u>adjustments</u>. While it is not possible to know what the interest will be after an adjustment, this calculator allows you to simulate scenarios based on your assumptions. For further information, refer to the <u>Variable Rate Loan section</u> below.

FIG. 19e *(cont.)*

19e00

19e10

What type of amortization should we use?

This calculator provides the option to consider three types of loan amortization

- **Full Amortization**: loan payments will pay the loan balance in full at the end of the payment term.

  - **Balloon**. loan balance will decrease based on the payment; however, the payment will **not** pay the loan balance in full at the end of the loan term. The payment you enter will consist of principal and interest. The calculator will determine the interest portion of the payment based on your input of payment term and the interest rate. A balloon term's payment is calculated as if the loan were to amortize over a longer time period then the length of the loan. The remaining principal is paid off when the balloon matures. For example, the payment is calculated to pay off in 30 years, but the loan is due in 5 years. In a Balloon loan with the balloon payment defined as **percent of loan**, the payment is calculated based on the percentage of the loan balance that is due at maturity. In a Balloon loan with the balloon payment defined as **specified amount**, the payment is calculated based on the remaining loan balance that is due at maturity.

- **Interest Only**: The loan balance will **not** decrease based on the loan payment. The payment pays only the interest due on the loan. At the end of the loan term, the full loan principle amount will be due.

19e15

Do you want to calculate a payoff amount?

Enter a payment value, and the calculator will determine the value of the payoff amount.

What is the first payment date?

19e20

The information is used on the amortization schedule to provide you with payment dates. This field does not impact the calculations.

Do you want to calculate the interest rate inclusive of points and fees?

Calculate the impact of points and fees as they relate to the interest rate. You may include points as a percentage of the loan and/or as an explicit amount. **Points** can include origination, discount or buy down. **Fees** can include appraisal, application, title, or other fees. The interest rate, including points, calculates the final value by reducing the loan amount by the point value and/or other fees.

19e25

Mortgage Constant is the annual debt service divided by the loan amount. It is an indication of how much principal is being paid in the first year, and as such, is an indicator of how quickly the loan may be paid off. The higher the value of the mortgage constant, the more quickly the loan is being paid off.

Variable Rate Loans

This model assumes that the interest rate adjusts on regularly scheduled basis.

How many periods before the first adjustment?

19e30

Enter the number of periods from the loan date to the first adjustment date. You should refer to the payment frequency when answering this question. For example, if the payment frequency is quarterly and the rate

19e00

How many periods between adjustments?

19e35

Enter the number of periods between adjustments.. If the payment frequency is quarterly and the rate adjusts every 2 years, you would enter 8.

Do you want to use the maximum rate adjustments? (worst-case scenario)

19e40

Because of the inability to predict interest rates, this calculator allows you to simulate the maximum rate change for each adjustment date without exceeding the maximum rate allowed for the loan. Deselecting the checkmark displays additional fields for entering assumptions about future interest rate changes.

What is the minimum rate?

19e45

The minimum rate is sometimes referred to as the floor. Enter the lowest interest rate that could apply.

What is the initial index value?

19e50

Enter the initial rate of the index. Variable rate loans generally base the interest rate on an index like the prime rate of a major bank, for example.

19e00

What is the minimum rate?

The minimum rate is sometimes referred to as the floor. Enter the lowest interest rate that could apply.

What is the initial index value?

Enter the initial rate of the index. Variable rate loans generally base the interest rate on an index like the prime rate of a major bank, for example.

What is the margin?

19e55

The margin is the amount that is added to the index to establish the interest rate on each adjustment date. Variable rate loans generally include a margin or some other percentage above the index value.

What do you predict will be the index change per adjustment?

19e60

Enter the percent change that you predict will occur in the index in for the rate. You may enter a negative or a positive change. The calculator will increase the interest rate by this amount for each of the adjustment dates until the rate reaches the maximum or minimum interest rate allowed on the loan.

FIG. 20a

20a00

realworkspace

home   my realworkspace   research   services   financing   leasing   tools   community

calculation   explanation

This Affordability Calculator will help you determine the size of the commercial real estate loan you can afford by calculating the loan amount based on Net Operating Income (NOI) and basic underwriting criteria. Start by selecting the property type you are interested in below. Next, enter your information into the appropriate fields, then click "calculate" for the results. If you have questions about this tool, click on the "explanation" tab.

affordability calculator

Calculation

Enter one of the inputs below, and the remaining fields will be calculated based on the assumptions.

20a05	Property Type	Office
20a10	Annual Net Operating Income	$4,634.63
20a15	Annual Debt Service	$3,862.19
20a20	Loan Amount	$40,000.00
20a25	Property Value Required	$50,000.00
20a30	Capitalization Rate (NOI/Property Value)	9.26925%

clear   calculate

Assumptions

20a35	Debt Service Coverage	1.2
20a40	Payment Frequency	Monthly
20a45	Loan Term	30 Years
20a50	Interest Rate	9%
20a55	Loan-to-Value Ratio	80%

<u>Click here for current market rates and ratios</u>

clear

FIG. 20b

20b00

real workspace

help ☑

search ☐

homo · my realworkspaco · research · services | financing · leasing · tools · community

calculation   explanation

What is the loan amount that a property could support
based on Net Operating Income (NOI) and basic underwriting assumptions?

The Affordability Calculator allows you to match underwriting assumptions with your property performance as measured, for example, by net operating income. If you enter one performance measurement, the system will calculate the other performance requirements based on the underwriting assumptions that you have entered.

Debt Service Coverage:

Debt Service Coverage is the amount by which your income exceeds your debt payment. For example if your annual income is $1,200 and the debt service coverage is 1.2%, then your annual debt payment can be up to $1,000.00.
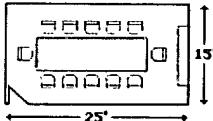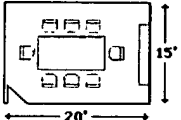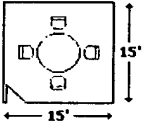
Annual debt service is a term sometimes used to describe annual debt payment.

cash flow calculators ▼

20b05

20b10

Do you want to include Conference Rooms in your estimate? ⊙ Yes ○ No ——21a15

Conference Rooms   Fill in the total number of Conference Rooms required.

Description		Length x Width = Total S.F. Capacity						
		(feet)	(feet)					
Board Room		25 ft	x 15 ft	= 375 sqft	12		0	Total Units
Large Conference Room		20 ft	x 20 ft	= 400 sqft	10		0	Total Units
Small Conference Room		20 ft	x 15 ft	= 300 sqft	8		0	Total Units
Small Meeting Room		15 ft	x 15 ft	= 225 sqft	4		0	Total Units
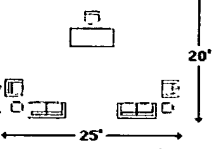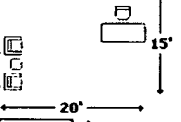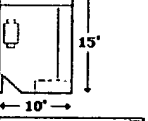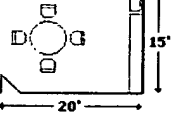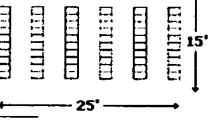
Do you want to include Support Common Areas in your estimate? ⊙ Yes ○ No ——21a20

Support Common Areas   Fill in the total number of Support Common Areas required.

Description		Length x Width = Total S.F. Capacity						
		(feet)	(feet)					
Large Reception Area		25 ft	x 20 ft	= 500 sqft			0	Total Units
Small Reception Area		20 ft	x 15 ft	= 300 sqft			0	Total Units
Print/Copy Room		10 ft	x 15 ft	= 150 sqft			0	Total Units
Break Room		20 ft	x 15 ft	= 300 sqft			0	Total Units
Library/File Storage		25 ft	x 15 ft	= 375 sqft			0	Total Units
Equipment Room		10 ft	x 15 ft	= 150 sqft			0	Total Units
Training Room		20 ft	x 20 ft	= 400 sqft	10		0	Total Units
Mail Room		20 ft	x 15 ft	= 300 sqft			0	Total Units

FIG. 21a

| calculation | summary | graph | explanation |
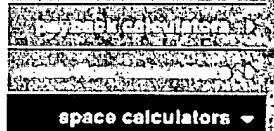
To determine your office space needs, enter the number of offices, cubicles, meeting rooms and common areas in the fields below. You can plan for future growth as well - simply list the number of years you plan to occupy this space. If you have questions about this tool, click on the "explanation" tab.

space calculator

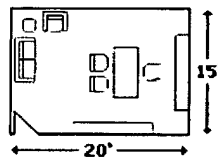Do you want to include Offices in your estimate? ⊙ Yes ○ No ——21a05

Offices　　　　　　　　　　　　　　　**Fill in the total number of Offices required.**

Description　　　　　　　　　**Length x Width = Total S.F.**

　　　　　　　　　　　　　　　　　　(feet)　　(feet)

CEO　　　　　　　　　　　　　　20 ft　　x 15 ft　　= 300 sqft　　　　| 0 | Total Units
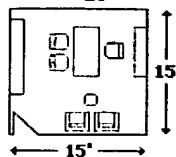
Partner　　　　　　　　　　　　15 ft　　x 15 ft　　= 225 sqft　　　　| 0 | Total Units
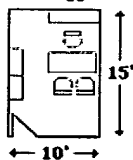
Director　　　　　　　　　　　　10 ft　　x 15 ft　　= 150 sqft　　　　| 0 | Total Units
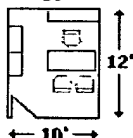
Manager　　　　　　　　　　　10 ft　　x 12 ft　　= 120 sqft　　　　| 0 | Total Units

Do you want to include Cubicles in your estimate? ⊙ Yes ○ No ———— **21a10**

Cubicles　　　　　　　　　　　　　　**Fill in the total number of Cubicles required.**

Description　　　　　　　　　**Length x Width = Total S.F.**

　　　　　　　　　　　　　　　　　　(feet)　　(feet)
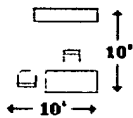
Supervisor　　　　　　　　　　10 ft　　x 10 ft　　= 100 sqft　　　　| 0 | Total Units

Large Cube　　　　　　　　　　8 ft　　x 8 ft　　= 64 sqft　　　　| 0 | Total Units

Medium Cube　　　　　　　　6 ft　　x 8 ft　　= 48 sqft　　　　| 0 | Total Units

Small Cube　　　　　　　　　5 ft　　x 5 ft　　= 25 sqft　　　　| 0 | Total Units

Circulation and Add-On Factors

Space Planning Hints

21a25

Circulation Area **30%**
- The hallways between offices, workstations, etc.
- Typically adds 25% to 55%.

Add-On Factor **15%**
- Common Areas used by all building tenants including lobbies, corridors, restrooms, service facilities, etc.
- Typically adds 0% to 50%

Future Growth Assumptions

21a30

Number of growth years to include in your estimate? **0**

clear   calculate

FIG. 21b

Future Growth Assumptions

Number of growth years to include in your estimate?   **10**   Update

Year	Growth Rate (%)		Growth Rate	0%
1	5%	Apply down		
2	5%	Apply down		
3	5%	Apply down		
4	0%	Apply down		
5	0%	Apply down		
6	0%	Apply down		
7	0%	Apply down		
8	0%	Apply down		
9	0%	Apply down		
10	0%	Apply down		

clear   calculate

FIG. 21c

21c00

calculation   summary   graph   explanation

Here are the results of your space planning calculation. For a graphic view, click on "graph" above. If you have questions about this tool, click on the "explanation" tab.

space calculator

Quantity	Space Description	Sq. Ft per Unit	Total Space	
Offices				
10	CEO	300 sqft	3,000 sqft	
0	Partner	225 sqft	0 sqft	21c05
0	Director	150 sqft	0 sqft	
0	Manager	120 sqft	0 sqft	
	Subtotal		3,000 sqft	
Cubicles				
0	Supervisor	100 sqft	0 sqft	
10	Large Cube	64 sqft	640 sqft	21c10
0	Medium Cube	48 sqft	0 sqft	
0	Small Cube	25 sqft	0 sqft	
	Subtotal		640 sqft	
Conference Rooms				
10	Board Room	375 sqft	3,750 sqft	
0	Large Conference Room	400 sqft	0 sqft	21c15
0	Small Conference Room	300 sqft	0 sqft	
0	Small Meeting Room	225 sqft	0 sqft	
	Subtotal		3,750 sqft	
Support Common Areas				
10	Large Reception Area	500 sqft	5,000 sqft	
0	Small Reception Area	300 sqft	0 sqft	
0	Print/Copy Room	150 sqft	0 sqft	
0	Break Room	300 sqft	0 sqft	21c20
0	Library/File Storage	375 sqft	0 sqft	
0	Equipment Room	150 sqft	0 sqft	
0	Training Room	400 sqft	0 sqft	
0	Mail Room	300 sqft	0 sqft	
	Subtotal		5,000 sqft	

Subtotal for All Areas		12,390 sqft	
Circulation Area	30%	3,717 sqft	
Total Usable Square Feet		**16,107 sqft**	21c25
Add-On Factor	15%	2,416 sqft	
Total Rentable Square Feet		**18,523 sqft**	
Total Space Required over Lease Term		**18,523 sqft**	

FIG. 21d

21d00

Here is a graphic view of the results of your space planning calculation. To return to a tabular view, click on "summary" above If you have questions about this tool, click on the "explanation" tab

space calculators ▾

space calculator

Space Allocation by Space Type

	S.F.	%
Offices	3,000 sqft	16.2%
Cubicles	640 sqft	3.46%
Conference Rooms	3,750 sqft	20.25%
Support Common Areas	5,000 sqft	26.99%
Circulation Area	3,717 sqft	20.07%
Add-On Factor	2,416 sqft	13.04%
Total:	**18,523 sqft**	**100%**

□ Offices
■ Cubicles
□ Conference Rooms
□ Support Common Areas
■ Circulation Area
□ Add-On Factor

21d05

Total Space Requirements by Period:

	Incremental Growth	Total S.F.
Year 0	18,523 sqft	18,523 sqft

21d10

Year 0   18,623 sqft

0   5,000   10,000   15,000   18,600

FIG. 21e

21e00

register

privacy

help

search

realworkspace

home   my realworkspace   research   services   financing   leasing   tools   community

calculation   summary   graph   **explanation**

space calculators

21e05

Need more office space? Try this Tenant Space Planning Calculator to quantify your space requirement.

This calculator provides sample configurations for different space requirements. Add circulation area and common area requirements to get a more accurate estimate of your space needs.

Additionally, the calculator assists you in estimating your requirements for future growth.